



Deputy Competition Advocate/Director, Office Of Small Business Programs (OSBP)



CODE 80 AMSTC
PRE-SOLICITATION CONFERENCE BRIEFING
MAY 24, 2017

DCA/Director, OSBP, Code 00K
Naval Undersea Warfare Center, Division Newport

AGENDA

- **COMPETITION INITIATIVES**
- **RESULTS**
- **UPCOMING EVENTS**
- **CONCLUSION**
- **AMSTC TOUR**

COMPETITION INITIATIVES

- Development and Maintenance of the DIVNPT “Business Partnerships” website:
 - <http://www.navsea.navy.mil/Home/WarfareCenters/NUWCNewport/Partnerships/BusinessPartnerships.aspx>
 - Link to: OSBP website
 - Metrics, other WFC Small Business POC’s, Visit Request info
 - Link to: Electronic Reading Room (ERR)
 - “DIVNPT Resource Sheet”
 - “Competition Information”
 - » 2-year Long Range Acquisition Forecast (LRAF), Industry Day Presentations, Pre-Solicitation Conference Slides, Small Business Roundtable (SBRT) briefings, etc.
 - “SeaPort-e Council”
 - » Biannual Meeting Minutes/Q&A

COMPETITION INITIATIVES (CON'T)

- **Host 10+ Industry Outreach Events per year, including:**
 - **Pre-Solicitation Conferences and Facility Tours:** to discuss the specific technical requirements of a procurement
 - **Industry Days:**
 - **Every 2 years (even years) to discuss overall DIVNPT procurements and technical requirements**
 - **As required to discuss Department-wide contracts portfolio**
 - **Yearly to allow SB vendors to demonstrate their products**
 - **Yearly “Small Business Matchmaker”**
 - **Semi-annual SeaPort-e Council Meetings:** to communicate with and gauge Industry's view on how we are performing and how we can do better
 - **Training:**
 - **Yearly SDVOSB/VOSB Training Event**
 - **Every 2 years (odd years) to provide training on Contracts-related issues**

***NUWCDIVNPT Consistently Educates,
and Engages with, Industry***

COMPETITION INITIATIVES (CON'T)

SALES STATISTICS

48% OF SALES PEOPLE NEVER FOLLOW UP WITH A PROSPECT

25% OF SALES PEOPLE MAKE A SECOND CONTACT AND STOP

12% OF SALES PEOPLE ONLY MAKE THREE CONTACTS AND STOP

ONLY 10% OF SALES PEOPLE MAKE MORE THAN THREE CONTACTS

2% OF SALES ARE MADE ON THE FIRST CONTACT

3% OF SALES ARE MADE ON THE SECOND CONTACT

5% OF SALES ARE MADE ON THE THIRD CONTACT

10% OF SALES ARE MADE ON THE FORTH CONTACT

80% OF SALES ARE MADE ON THE FIFTH TO TWELFTH CONTACT

Source: National Sales Executive Association

Value of the DIVNPT Outreach Events: 10+ events every year

COMPETITION INITIATIVES (CON'T)

- **Interaction with Local Trade Groups and Agencies**
 - **RI Chapter of the National Contract Management Association (NCMA)**
 - <http://ncma-ri.org/contact-us/>
 - <http://ncma-ri.org/list-companies/>
 - “On-Line Matchmaker”
 - **Southeastern New England Defense Industry Alliance (SENEDIA)**
 - <http://www.senedia.org/contact-us.html/>
 - **Armed Forces Communication and Electronics Association (AFCEA)**
 - (781) 862-2465
 - **RI Procurement Technical Assistance Center (PTAC)**
 - <http://www.riptac.org/>
- **URI Business Engagement Center (BEC)**
 - <http://web.uri.edu/bec/>

RESULTS

- **Since FY 13:**
 - **(13) new small businesses have been awarded a Prime contract**
 - **(19) small business have been awarded additional Prime contracts**
 - **(10) large businesses have been awarded additional Prime contracts**
 - **(2) new large businesses have been awarded a Prime contract**

RESULTS (CON'T)

- **SeaPort-e RFP/Major contract responses by (1) vendor**
 - **FY 13: Received multiple offers on 83% of solicitations**
 - **FY 14: Received multiple offers on 81% of solicitations**
 - **FY 15: Received multiple offers on 89% of solicitations**
 - **FY 16: Received multiple offers on 94% of solicitations**
 - **FY 17 (to date): Received multiple offers on 100% of solicitations**

RESULTS (CON'T)

- **Small Business Metrics :**
 - FY 13: Goal: 25%, Achieved: 37%
 - FY 14: Goal: 25%, Achieved: 34%
 - FY 15: Goal: 34%, Achieved: 39%
 - FY 16: Goal: 39%, Achieved: 31.73%
 - FY 17 (to date): Goal: 31.73%, Achieved: 33.3%
 - Awarded \$81.4M to small business
 - Potential for (16) contracts to be awarded – at least (14) will be awarded to Small Business

***DIVNPT Competition Initiatives Facilitate
Entry into the Market, and Increase Small Business Participation***

UPCOMING EVENTS

- **June 14, 2017: 2nd Annual NCMA Ocean State Workshop**
- **June 15, 2017: Small Business One-on-One with Ms. Emily Harman, SES, SECNAV, OSBP**
- **August 28 – 30, 2017: SENEDIA Defense Industry Day**
- **October TBD, 2017: 5th Annual Small Business Product Vendor Industry Day**
- **December TBD, 2017: SeaPort-e Government/Industry Council Meeting**

DIVNPT events are advertised via: NCMA, LinkedIn, SENEDIA, AFCEA, SeaPort-e, FBO, RI PTAC

CONCLUSION

- **DIVNPT has implemented a successful and comprehensive program to encourage, ensure and increase competition and small business participation**
- **DIVNPT is a vibrant and competitive environment and offers many opportunities to Prime, and/or Sub**
- **The DIVNPT DCA/Director, OSBP is the ideal entry point for any business (large or small) that wants to do business with DIVNPT**
 - **NUWC_NPT_OSBP@navy.mil**
 - **(401) 832-7372**



AMSTC TOUR